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June 13th 1 9 9 6

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OUR FILE NUMBER

294,500-002

DC1-251773.V1

#### VIA SAME-DAY HAND DELIVERY

Mr. William F. Caton Acting Secretary Federal Communications Commission 1919 M Street, NW Room 222 Washington, D.C. 20554

Re: Ex Parte Presentation in MM Docket No. 92-266 CS Docket No. 96-60

Dear Mr. Caton:

On behalf of The Game Show Network, L.P. ("GSN"), the undersigned are hereby filing this letter with the Commission in accord with 47 C.F.R. § 1.1206(a). On June 13, 1996, Dick Block of GSN, Mark Riely of Media Group Research (a consultant to GSN) and the undersigned counsel met with the following: Commissioner Quello and Mr. James R. Coltharp, Legal Advisor to Commissioner Quello; Ms. Jackie Chorney, Legal Advisor to Chairman Hundt; Mr. David R. Siddall, Legal Advisor to Commissioner Ness; Ms. Suzanne Toller, Legal Advisor to Commissioner Chong; and Ms. JoAnn Lucanik, Division Chief, Ms. Lynn Crakes, attorney, Ms. Julia Buchanan, attorney, Mr. Rodney McDonald, attorney and Mr. Edward C. Gallick, Senior Economist, Cable Services Bureau.

Pursuant to 47 C.F.R. § 1.1206(a)(2), the following summarizes the data and arguments presented at each of these meetings. The materials distributed at the meetings demonstrate that despite a large number of cable programmers in the current market, unaffiliated programmers need vehicles such as leased access more than ever in order to reach subscribers. Allowing

CH

this wide variety of programmers to use leased access as contemplated by the Commission's proposed rules will not significantly disrupt cable operating economics, nor will it result in a material disruption of channel line-ups. As such, and given that anticipated increases in channel capacity are not likely to result in greater access by unaffiliated programmers, the Commission should expeditiously adopt its proposed rules with such changes as have been proposed by GSN.

Written materials presented at each of the meetings are attached hereto as Exhibit A. An original and two copies of this letter are being submitted to the Secretary's office. An additional copy is submitted to be date-stamped. Please return the date-stamped copy to the courier for delivery to the undersigned.

Any questions regarding this filing should be referred to the undersigned.

Respectfully submitted,

John E. Welch

Jeffrey J. Carlisle

Counsel to The Game Show Network, L.P.

E. Well

#### Enclosure

cc: Commissioner Ouello

Ms. Jackie Chorney

Mr. James Coltharp

Mr. David R. Siddall

Ms. Suzanne Toller

Ms. JoAnn Lucanik

Ms. Lynn Crakes

Ms. Julia Buchanan

Mr. Edward C. Gallick

Mr. Rodney McDonald

## EXHIBIT A

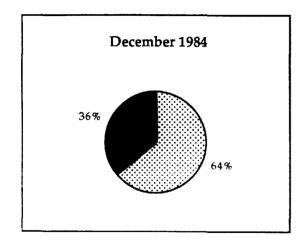
WRITTEN MATERIALS PRESENTED IN CONNECTION WITH EX PARTE PRESENTATION BY THE GAME SHOW NETWORK, L.P.

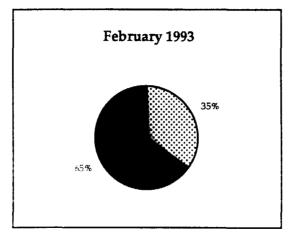
JUNE 13, 1996

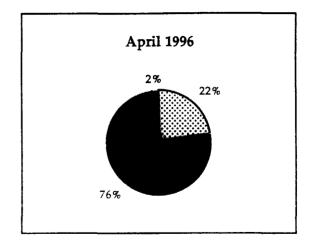
MM DOCKET NO. 92-266, CS DOCKET NO. 96-60

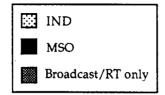
## Diversity of Voices in Cable Programming is Shrinking

Cable Network Ownership Trend









Source: Exhibit A, Table 1, GSN Comment

## Importance of Cable Diversity Grows As Cable's Share of Viewership Increases

## One-Half of All Viewing in Cable HH's Is to Cable Programming

	———— Total Day Shares————			
	Total TV HH	Non-Cable HH	All Cable HH	Pay Cable HH
Broadcast Network Affiliates				
ABC	17%	22%	14%	14%
CBS	15	21	13	11
NBC	16	20	14	13
FOX	<u>10</u>	<u>15</u>	_8	_8
Total	58	78	49	46
Cable Programming				
Basic	30	***	42	41
Pay	<u>6</u>		_8	<u>15</u>
Total	36		50	58
Independents	12	18	9	9
Public	3	5	3	2

Note: Total shares exceed 100% due to multi-set usage.

Source: Cabletelevision Advertising Bureau, 1995 Factbook

## Inability of Independents to Gain Access is not a Function of Size, Geographical Focus or Revenue Source

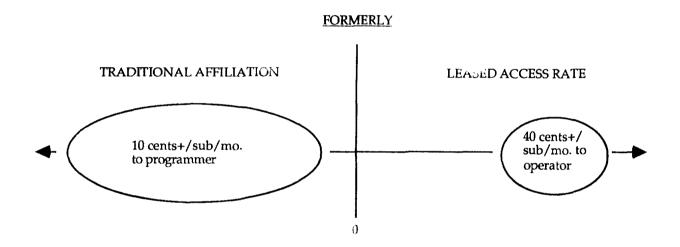
Big --- Small

National --- Local

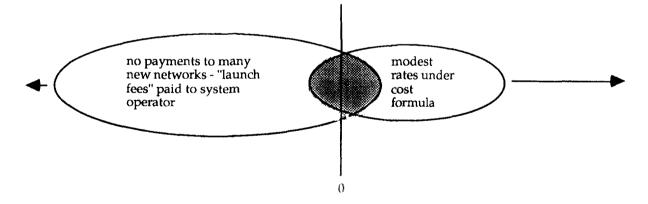
Ad Supported --- Non-Profit --- Home Shopping

## NPRM Formula Could Satisfy Economic Requirements of All These Leased Access Constituencies

## **Convergence of Distribution Economics** with Reduced Leased Access Rates



#### **CURRENT INDUSTRY ECONOMICS PLUS NPRM**



## Typical Cable System Would Experience Minimal Disruption

Assume:

46 channel capacity

6 must-carry channels

1 dark channel

Then:

4 channels nominal leased access set aside

-1 channel dedicated to minority or educational

programming

3 channels actually available for leased access

-1 dark channel

2 channels at risk to be bumped\*

About the same amount of capacity the typical system adds each year.

<sup>\*</sup>Incumbents on designated channels could, of course, bid for their slot under leased access.

# Even High Capacity Systems Should Maintain Attractive Program Mix Under GSN Proposal to Insure Diversity

Assume:

68 channel capacity

8 must carry channels

2 dark channels

2 channels currently offering home shopping/infomerical

Then:

9 channels nominal leased access set aside

- 3 channels dedicated to minority or educational

programming

6 channels actually available for leased access

-2 dark channels

4 channels at risk to be bumped\*

### Under GSN

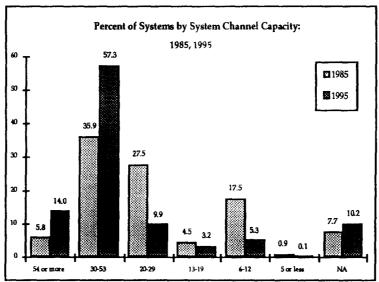
Diversity Proposal: of 6 channels actually available for leased access no more than 3 channels (i.e., 1/2) could be home shopping/infomerical if the 2 currently offering home shopping/infomercial were designated

only 1 net additional home shopping/infomercial channel would be added to the system

<sup>\*</sup>Incumbents on designated channels could, of course, bid for their slot under leased access.

# Increase in Capacity Since 1984 Has Not Facilitated Leased Access Opportunities Nor, It Appears, Will Digital Compression Without FCC Action

• Literally dozens of channels have been added by the typical cable system since 1984 -- but operators contend they have no room for leased access.



Source: Warren Publishing, Inc., Television & Cable Factbook, Cable & Services Volume No. 53, 1985, p.1385; Services Volume No. 64, 1996, p. 1-81. Data as of April 1 (1985) and October 1 (1995). Percents rounded off

 Early indication of system operator plans for digital compression indicate that provisions are still not being made for leased access.

TCI Digital Template - Hartford, Conn. (10/20/96 expected launch) 80 digital channels on top of 60-70 analog channels:

- 40 channels of pay-per view
- 25 channels of multiplexed premium services
- 15 channels of niche basic services

Source: Bear Stearns & Co., Inc. equity research, 4/18/96.
Report on TCI Annual Investors Meeting.

# GAULE SHOW NEIWOW.

So Many Games. So Little Title?





BEAT THE CLOCK





BODY LANGUAGE





**CELEBRITY CHARADES** 







HOLLYWOOD CONNECTION



THE GONG SHOW





THE NEWLYWED GAME



THE JOKER'S WILD



PLAY THE PERCENTAGES



THE PRICE IS RIGHT



THE QUIZ KIDS CHALLENGE



TIC TAC DOUGH

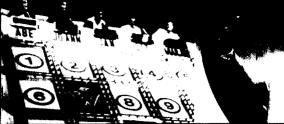


TO TELL THE TRUTH



TREASURE HUNT





BREAK THE BANK



BULLSEYE



**BUMPER STUMPERS** 



CAMOUFLAGE







FAMILY FEUD



HANTASY



**HOT POTATO** 



I'VE GOT A SECRET



**HOPARDY!** 



MOKER! JOKER!! JOKER!!!







THE PARENT GAME









TATTLETALES



THREE'S 4 CROWD





WHAT'S MY LINE?



WHEEL OF FORTUNE





Over 45,000 digitally-remastered episodes of classic and new game shows from the legendary libraries of Merv Griffin Enterprises, Chuck Barris, Mark Goodson Productions and Barry & Enright Productions.



Over 50 different series, representing every television decade, from the 1950's through the 1990's.



Twenty-four hours of game show programming daily, including live interactive game shows and newly produced entertainment features.



Live-hosted morning, prime time and late night programming blocks.



Weekend schedule features originally-produced, themed programs including Wide World of Games and Game Show Bloopers.



Viewers register to play FREE live interactive game shows from home, and participate by using just their telephone and TV to compete for thousands of dollars in prizes.



All registrants for interactive games become part of Game Show Network's valuable registration database.



Programming is advertiser-friendly and never interrupted by infomercials, with unique value-added, customized opportunities appealing to a wide range of demographics.

Representation

## ITN Entertainment, Inc

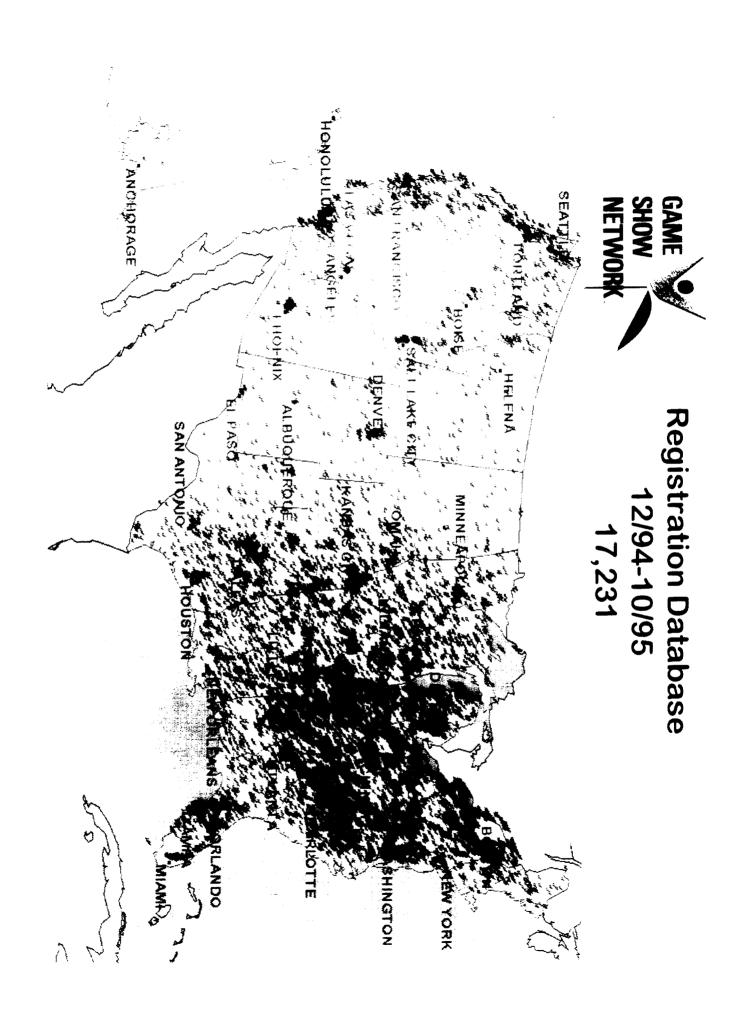


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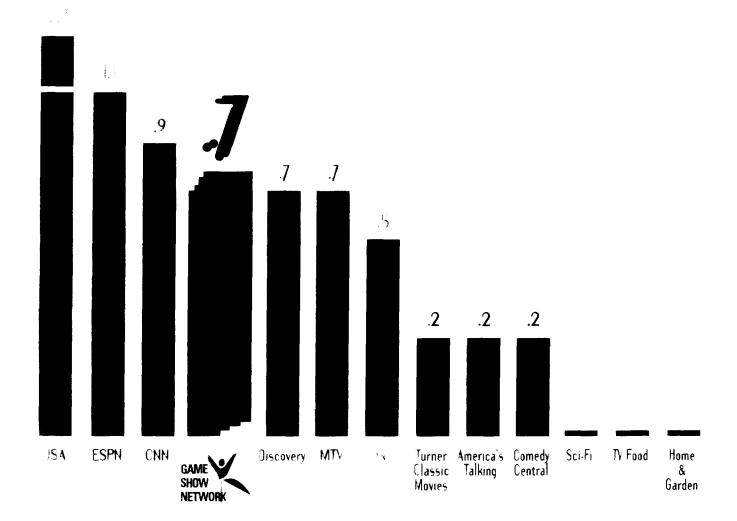


A division of Sony Pictures

Los Angeles Office 10202 West Washington Boulevard Culver City, CA 90232 (310) 280-8902 (310) 280-1359 FAX New York 550 Madison Avenue Suit (212) 833-8893



## Nielsen Doesn't Play Games...



## So Why Are We Jumping For Joy?

.7! That's why. Nielsen surveys are serious business, especially when it's your first national rating and you're only six months old. So are we excited by a .7? You bet. Surprised? Not really. After all, it's no secret that over 35 million viewers watch—and play—game—hows every day. Still a 7 from Nielsen is nice confirmation. Confirmation that our daily mix of original, live, interactive game shows and classic television programs from a library of over 45,000 episodes is already a new favorite with viewers. Isn't time for you to get in the came? For more information call (310) 250-2222.

